



BUSINESS TRANSFER PROGRAM SPAIN



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SUMMIT OF SMALL BUSINESS

GENERAL DIRECTOR OF INDUSTRY AND SME

Ljubljana, 15th June 2016



MINISTERIO
DE INDUSTRIA, ENERGÍA
Y TURISMO



SPANISH **SMEs** OVERVIEW



SPANISH SMEs OVERVIEW



NUMBER OF COMPANIES



EMPLOYMENT



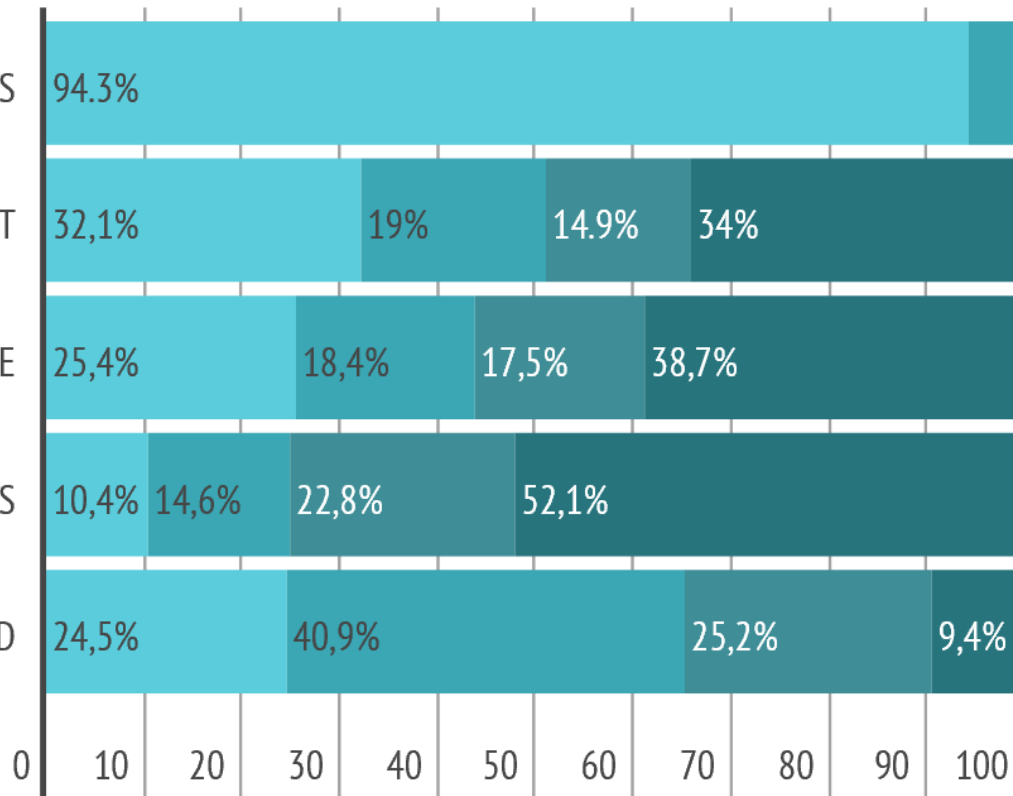
ADDED VALUE



EXPORTS



R&D

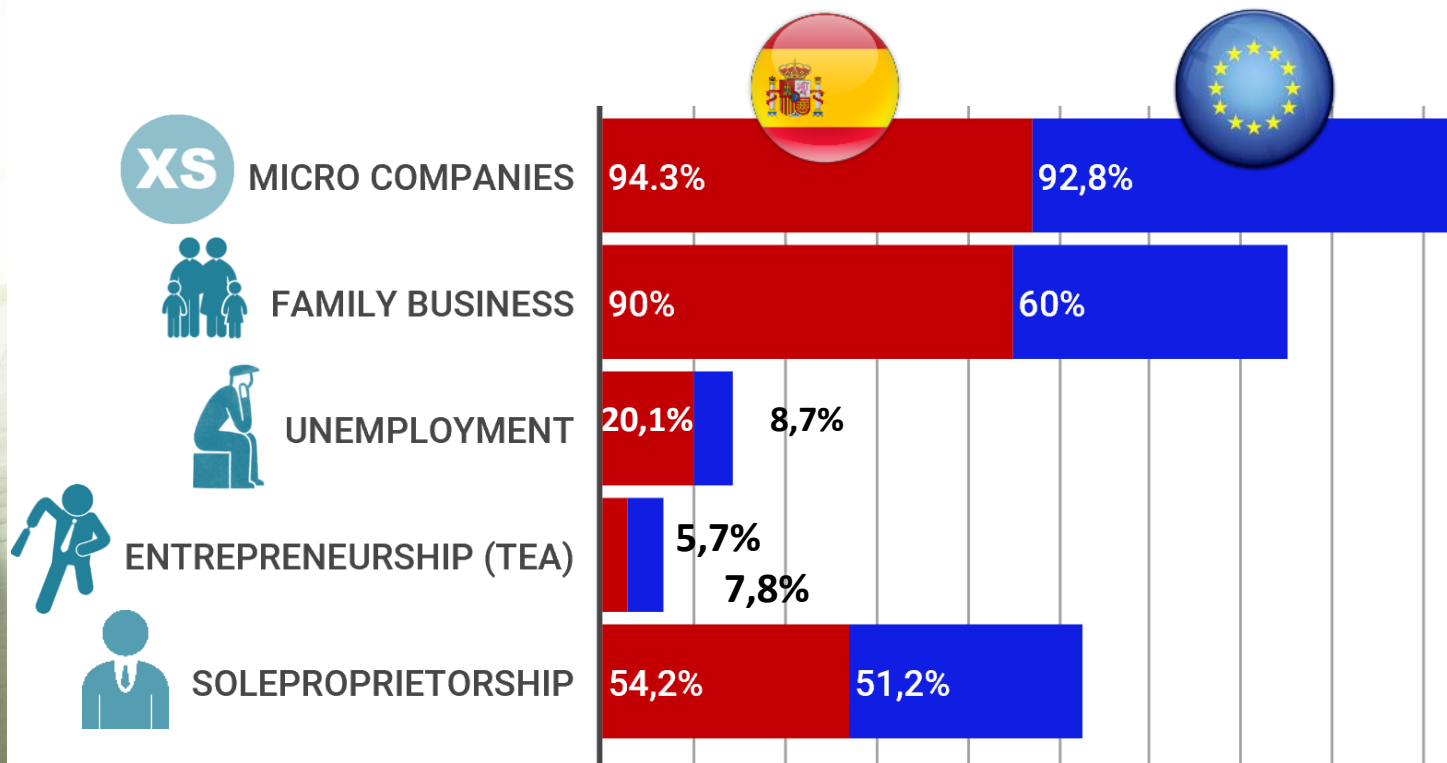


● MICRO ● SMALL ● MEDIUM ● LARGE



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WHY BUSINESS TRANSFER MATTERS IN SPAIN?

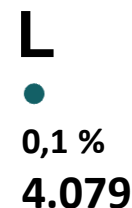
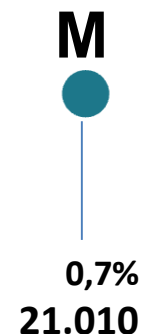
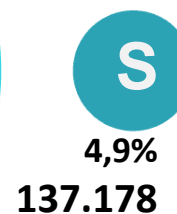
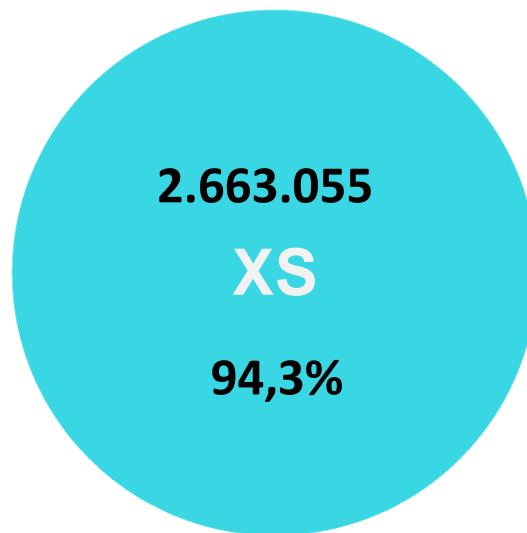


SPANISH SMEs OVERVIEW – NUMBER OF COMPANIES



NUMBER OF COMPANIES

94.3%



1.100.000 ENTERPRISES ARE FAMILY OWNED*



SPANISH SMEs OVERVIEW – EMPLOYMENT BY SIZE



EMPLOYMENT

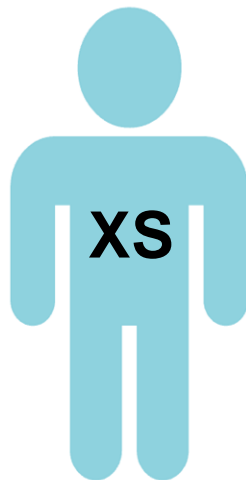
32,1%

19%

14.9%

34%

SME **66 %** BUSINESS JOBS



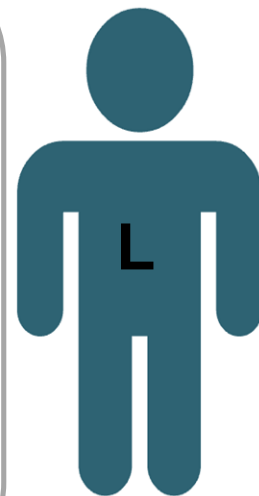
32%



19%



15%



34%



UNEMPLOYMENT AND BUSINESS TRANSFERS



MORE SUCCESSFUL
BUSINESS TRANSFERS



LESS UNEMPLOYMENT



CERTAIN UNEMPLOYED PERSONS ARE IDEAL CANDIDATES TO PROFIT FROM THE PROGRAM (AS BUYERS).



NOT NECESSARILY IN
THE SAME SECTOR

UNEMPLOYMENT
BENEFITS

TO A SUBSTANTIAL PART OF THE
AVERAGE BUSINESS TRANSFER PRICE

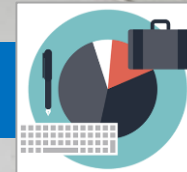
(**<50.000 €** IN NON-INDUSTRIAL SECTORS).





BACKGROUND

BACKGROUND (I)



450.000 companies

ARE TRANSFERRED ANNUALLY IN EUROPE *



-150.000 COMPANIES/YEAR



-600.000 JOBS/YEAR

LOSS DUE TO INEFFICIENCIES IN
BUSINESS TRANSFER PROCESSES



-12.000 COMPANIES/YEAR



-48.000 JOBS/YEAR



IMPOSSIBILITY TO FIND A
SUCCESSOR



LEGAL, FISCAL DIFFICULTIES



LACK OF FORESIGHT IN
BUSINESS



PSYCHOLOGICAL
DIFFICULTIES



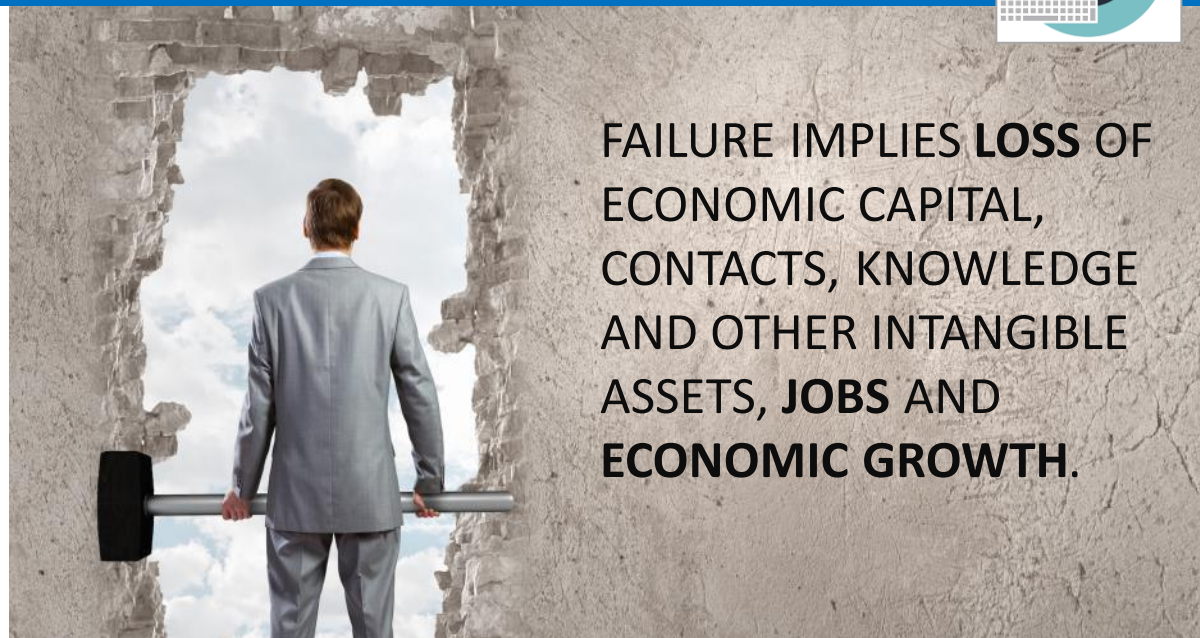
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BUSINESS DYNAMICS: START-UPS, BUSINESS TRANSFERS AND BANKRUPTCY 2011.

** ACCORDING TO THE EU'S FORECAST*



PLANNING & MANAGEMENT BARRIERS TO SUCCESSFUL BUSINESS TRANSFERS



FAILURE IMPLIES **LOSS** OF ECONOMIC CAPITAL, CONTACTS, KNOWLEDGE AND OTHER INTANGIBLE ASSETS, **JOBS** AND **ECONOMIC GROWTH**.

~~UN~~PREPARED

AWARENESS-RAISING FOR BETTER PLANNING AND PREPARATION



QUALITY OF SUPPORT AND ADVISORY SERVICES

WWW

QUALITY STANDARDS – ONLINE MARKETS AND CONNECTIVITY



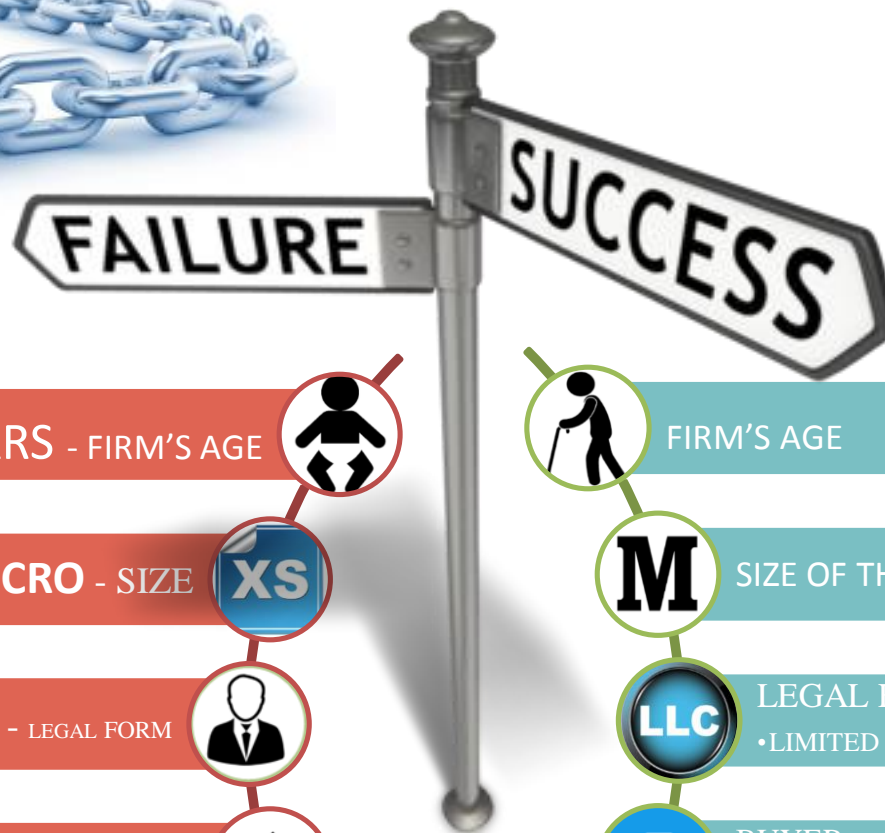
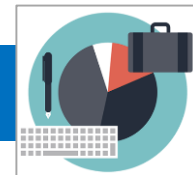
TAXATION*



LACK OF EVIDENCE AND THE NEED TO HARMONIZE DATA COLLECTION FOR BETTER POLICY



BACKGROUND: VULNERABILITY TO BUSINESS TRANSFERS FAILURE



MORE VULNERABLE

- 3 YEARS - FIRM'S AGE



MICRO - SIZE



SOLE PROPRIETORSHIP - LEGAL FORM



CONSTRUCTION - SECTOR



INDEBTNESS - FINANCIAL INDICATORS



LESS VULNERABLE

FIRM'S AGE + 10 YEARS



M

SIZE OF THE FIRM - MEDIUM

LLC

LEGAL FORM
• LIMITED LIABILITY COMPANIES



BUYER
• TRANSFERS TO OTHER BUSINESS



BUYER
• TRANSFERS TO A MEMBER OF THE FAMILY





EU BACKGROUND





COM(2006) 117 FINAL



POLITICAL ATTENTION

TO
BUSINESS
TRANSFERS &
START-UPS



ADEQUATE FINANCIAL CONDITIONS



AWARENESS

CONSIDER SOFT
FACTORS AND
SUPPORT
MENTORING.



TRANSPARENT MARKETS

FOR
BUSINESS
TRANSFERS



ENSURE THAT
TAX SYSTEMS
ARE TRANSFER-
FRIENDLY



APPROPRIATE STRUCTURES

TO
IMPLEMENT THE
RECOMMENDATIONS

RECOMMENDATIONS FOR FUTURE WORK



MEMBER STATES ARE



INVITED TO:



SMALL BUSINESS ACT 2008

PUT IN PLACE SCHEMES FOR MATCHING
TRANSFERRABLE BUSINESSES WITH
POTENTIAL NEW OWNERS

PROVIDE TRAINING AND SUPPORT TO RAISE
AWARENESS OF THE NEED FOR EARLY
PREPARATION OF BUSINESS TRANSFERS

SMALL BUSINESS ACT REVIEW

DEVELOP USER-FRIENDLY AND WIDELY SUPPORTED MARKETPLACES
AND DATABASES FOR TRANSFERRABLE BUSINESSES

ENTREPRENEURSHIP 2020 ACTION PLAN

IMPROVE THE REGULATORY
FRAMEWORK AND TO USE EU FUNDS
TO SUPPORT TRANSFERS OF SMES

PUBLICISE BUSINESS TRANSFER
PLATFORMS AND MARKETPLACES

COSME

FUNDS FOR THOSE
WHO WANT TO
ACQUIRE A
BUSINESS



AIMED TO DEFINE STANDARDS FOR EFFICIENT
MATCHING PLATFORMS IN EUROPE AND TO
CREATE THE BEST CONDITIONS TO ENSURE
THEIR GOOD IMPLEMENTATION





SITUATION IN SPAIN



PREVIOUS SITUATION



BUSINESS TRANSFER'S
MARKET WAS
FRAGMENTED

(HAMPERS MOBILITY AND
COMPETITIVENESS)

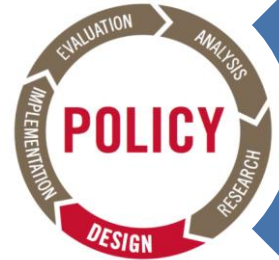


SEVERAL LOCAL AND
REGIONAL INITIATIVES

REEMPRESA (TRANSEO)



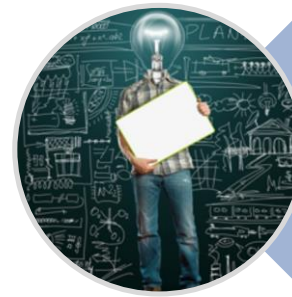
LACK OF INFORMATION
AND MARKET PLACES.



POLICIES TO PROMOTE
ENTREPRENEURSHIP



ONLINE BUSINESS
CREATION IN 24-48 HOURS
WIDE ONE STOP-SHOPS NETWORK

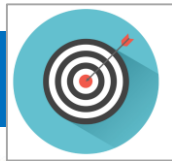


NEED TO SEE BUSINESS
TRANSFER AS A PART OF
BUSINESS CREATION.





TARGETS



TARGETS OF THE PROGRAM (I)



PROMOTE THE CONTINUITY OF
ECONOMICALLY VIABLE ENTERPRISES

ENDANGERED AS LACK OF
GENERATIONAL CHANGE



THE EMPLOYER MAY
FORESEE IN ADVANCE THE
TRANSFER OF HIS
BUSINESS



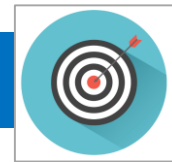
MAKING THE ACTORS AWARE OF THE PROCESS

THE ENTREPRENEUR MAY UNDERSTAND THE ADVANTAGES OF ACQUIRING
AN EXISTING COMPANY AS ALTERNATIVE TO CREATING IT "FROM SCRATCH".

5 JOBS
EXISTING COMPANIES
66 % SUCCESS

2 JOBS
NEW COMPANIES
50 % SUCCESS





CREATE A

NATIONAL MARKET OF BUSINESS TRANSFERS

TO INTEGRATE THE LARGEST NUMBER OF EXISTING TERRITORIAL INITIATIVES
AND TO WHICH GOVERNMENT AND BUSINESS ORGANIZATIONS MAY ADHERE

TOOLS

TO FACILITATE SEARCH AND
MATCHING OF SUPPLY AND DEMAND.



BUSINESS
INTERRUPTION



SMES ORIENTED

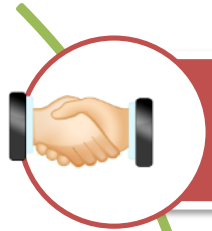
SMES CAN NOT ACCESS THOSE TRANSMISSION
SERVICES THAT LARGE COMPANIES USE.





PROGRAM DEVELOPMENT





COLLABORATION: MINISTRY OF INDUSTRY AND CEPYME*



**TRAINING (FOR FUTURE ADVISORS),
TECHNICAL SUPPORT AND TOOLS (CRM)**



**BUSINESS TRANSFER CENTERS (BTC) CREATED
BY PARTNERS TO SUPPORT SELLERS & BUYERS**



WEBSITE



<http://www.transmisionempresas.es>

Mapa web Contacto

GOBIERNO DE ESPAÑA MINISTERIO DE INDUSTRIA, ENERGÍA Y TURISMO SECRETARÍA GENERAL DE INDUSTRIA Y DE LA PEQUEÑA Y MEDIANA EMPRESA DIRECCIÓN GENERAL DE INDUSTRIA Y DE LA PEQUEÑA Y MEDIANA EMPRESA

TRANSMISIÓN DE EMPRESAS

Emprendedores y PYME

Inicio Buscador Vendedor Comprador Puntos de atención Documentación Formación

Plan de Apoyo a la Transmisión de Empresas

[Ver todos los anuncios »](#)

CESIÓN DE LOCAL MUSICAL EN UNA ZONA DE OCIO DE BADALONA

El local está situado en un polígono industrial en Badalona...

Supermercado en Torre de la Horadada

Supermercado, revistas, prensa, charcutería y carnicería. 20 ...

Centro veterinario ubicado en el Alt Urgell

Centro veterinario ubicado en el Alt Urgell especializado en ...

Almacén Logístico de Venta Online por Internet de Artículos del Hogar

Experiencia durante 40 años (2ª generación), con un know h ...

Tienda de arreglo de ropa

Se cede tienda de arreglos de ropa por jubilación en pleno t ...

CESIÓN DE LOCAL MUSICAL EN UNA ZONA DE OCIO DE BADALONA

El local está situado en un polígono industrial en Badalona...

Peluquería cerca del centro de Reus

Se cede negocio dedicado a la venta de cigarrillos electrónicos y accesorios en Reus.

Se cede negocio en funcionamiento dedicado a la venta de cig ...

[Ver todos los anuncios »](#)



**RESTRICTED AREAS
REGISTERED PARTNERS
(BTC)**



**PUBLIC ZONE
BLIND PROFILE
OF THE SELLERS**

TRANSMISIÓN DE EMPRESAS

[Vender: Taller cartagenero](#)

Núm. Proyecto: PC07746.

Taller en zona visible con buen acceso.
2 Elevadores + 1 opcional.
Todo tipo de herramienta para reparaciones y mantenimientos.
Maquinaria para cambio, reparación y equilibrado de ruedas.
Máquina automática de vacío, recarga y lubricación de Aire Acondicionado.
Cerca de multitud de talleres oficiales, pero con mucha ventaja económica.

Datos financieros

Forma Jurídica:	SL - Sociedad Limitada
Precio de cesión aproximado:	50.000 a 100.000 €
Negocio en funcionamiento:	SI
Motivo de cesión:	Falta de tiempo
Año de constitución:	2012
Número de socios:	2
Número de trabajadores:	1
¿Hay posibilidades de que los trabajadores continúen en la empresa?	SI
Facturación del último año fiscal:	120.000 €
Tiene auditorías realizadas?	No
Local en propiedad?	No
Condiciones del contrato de alquiler:	600

Localización
Murcia - Los Dolores (Los Dolores)
Fotografías

Gestionado por
INFO Murcia

[SOLICITA UN CONTACTO CON EL ANUNCIANTE](#)

Correo electrónico *

Nombre: * Apellidos: *

Teléfono de contacto: *



POTENTIAL BUYERS AND
SELLERS REGISTER ON
THE PLATFORM WITH
BTCS SUPERVISION



SEARCH TOOL FOR BLIND
PROFILES BY
SECTOR/ACTIVITY/REGION/PRICE

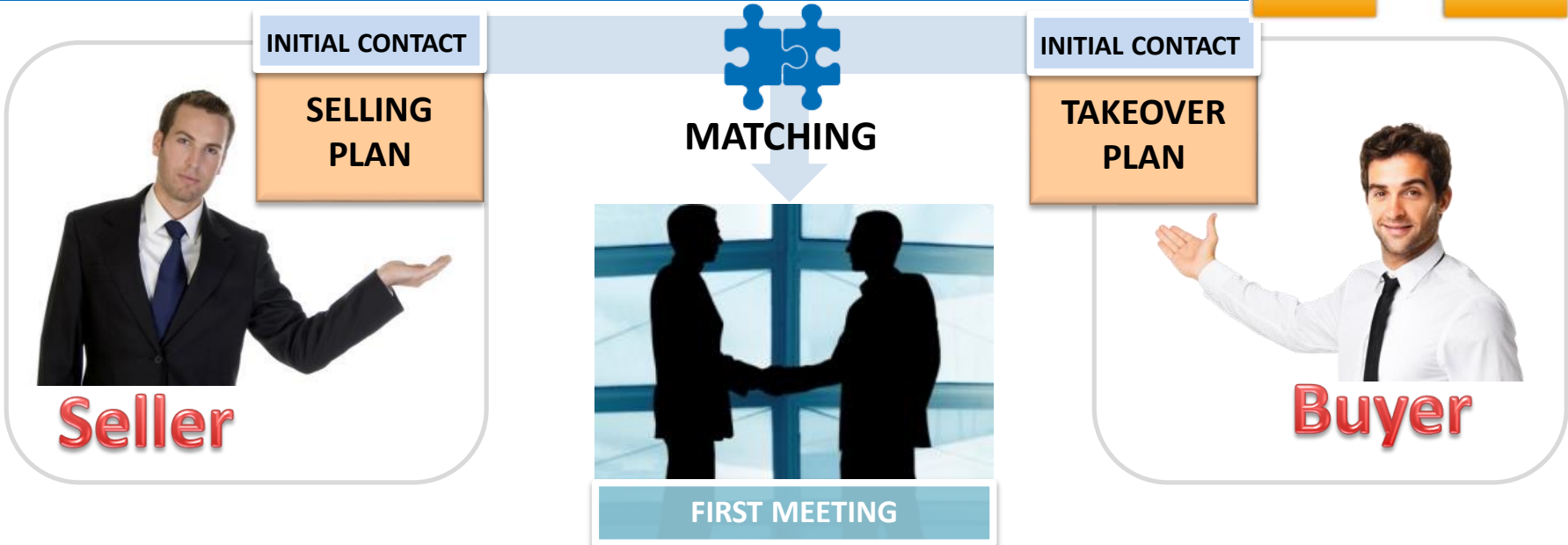


ADS POSTED BY BTCS



MATCHING PROCESS BY BTCS
AND POTENTIAL BUYERS

HOW DOES IT WORK?



ALL MEETINGS ARE HELD AT THE PREMISES OF THE PARTNER INSTITUTION.



WHAT DOES THE GOVERNMENT OFFER?



TO BUYERS AND SELLERS

- A BUSINESS TRANSFER NETWORK TO GIVE INFORMATION AND ADVICE.
- PUBLICITY THROUGH THE WEBSITE
- ANONYMITY.



TO THE PARTNERS

- 2 DAYS TRAINING TO EXPLAIN METHODOLOGY AND TOOLS. PLUS MEDIA AND GUIDES.
- TECHNICAL SUPPORT
- A SINGLE DATABASE OF BUSINESS TRANSFERS AND TOOLS. A UNIQUE MARKET PLACE.



WHAT WE DO NOT DO

- PARTICIPATE IN BUSINESS NEGOTIATIONS.
- RECEIVE ANY FEES UPON THE CONCLUSION OF BUSINESS CONTRACTS.





PAST AND FUTURE OF THE PROGRAM



PAST

2013 - 2015

CECOT IS A CATALAN
BUSINESS ASSOCIATION

cecot

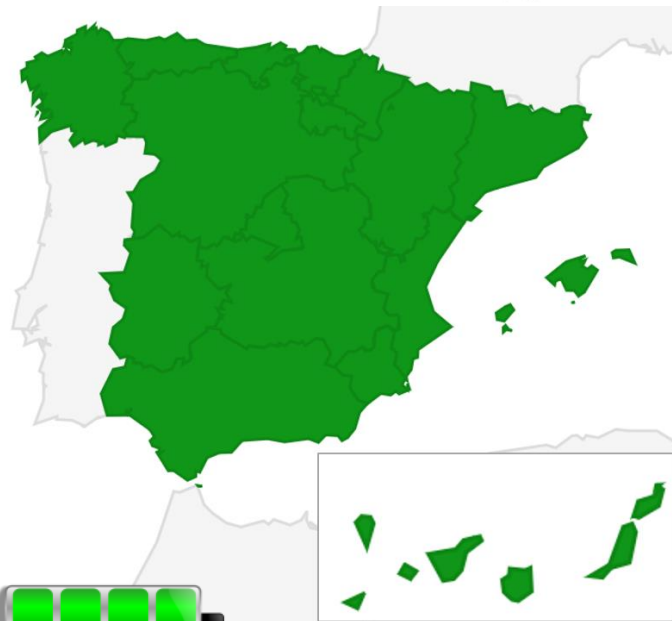


POOR NUMBER OF BUSINESS TRANSFERS
POOR TERRITORY COVERAGE

FUTURE

From 2016 on

CEPYME IS THE SPANISH
CONFEDERATION OF SMES



FASTER
MORE EFFICIENT IMPLEMENTATION



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Y TURISMO

FUTURE OF THE PROGRAM / EU ROLE



WE AWAIT FOR RESULTS:

STANDARDS FOR EFFICIENT MATCHING PLATFORMS
IN EUROPE AND TO CREATE THE BEST CONDITIONS TO
ENSURE THEIR GOOD IMPLEMENTATION

FINAL GOAL:

CONNECTIONS BETWEEN PLATFORMS FROM
DIFFERENT EUROPEAN COUNTRIES



EU FUNDS FOR:

RAISING AWARENESS, TRAINING OF
ADVISORS, CREATION/ UPGRADING OF
NETWORKS: COSME?



Thank You

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